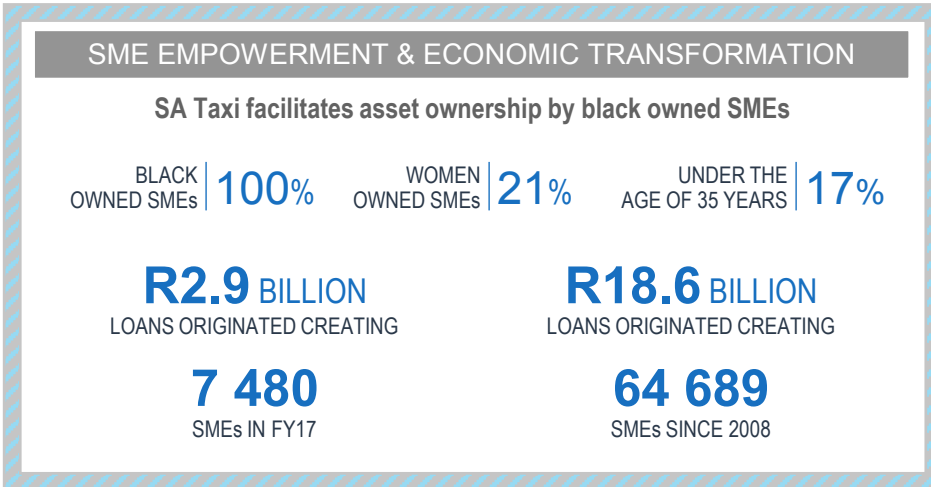


SA TAXI IMPACT

DELIVERING A SOCIAL & COMMERCIAL BENEFIT

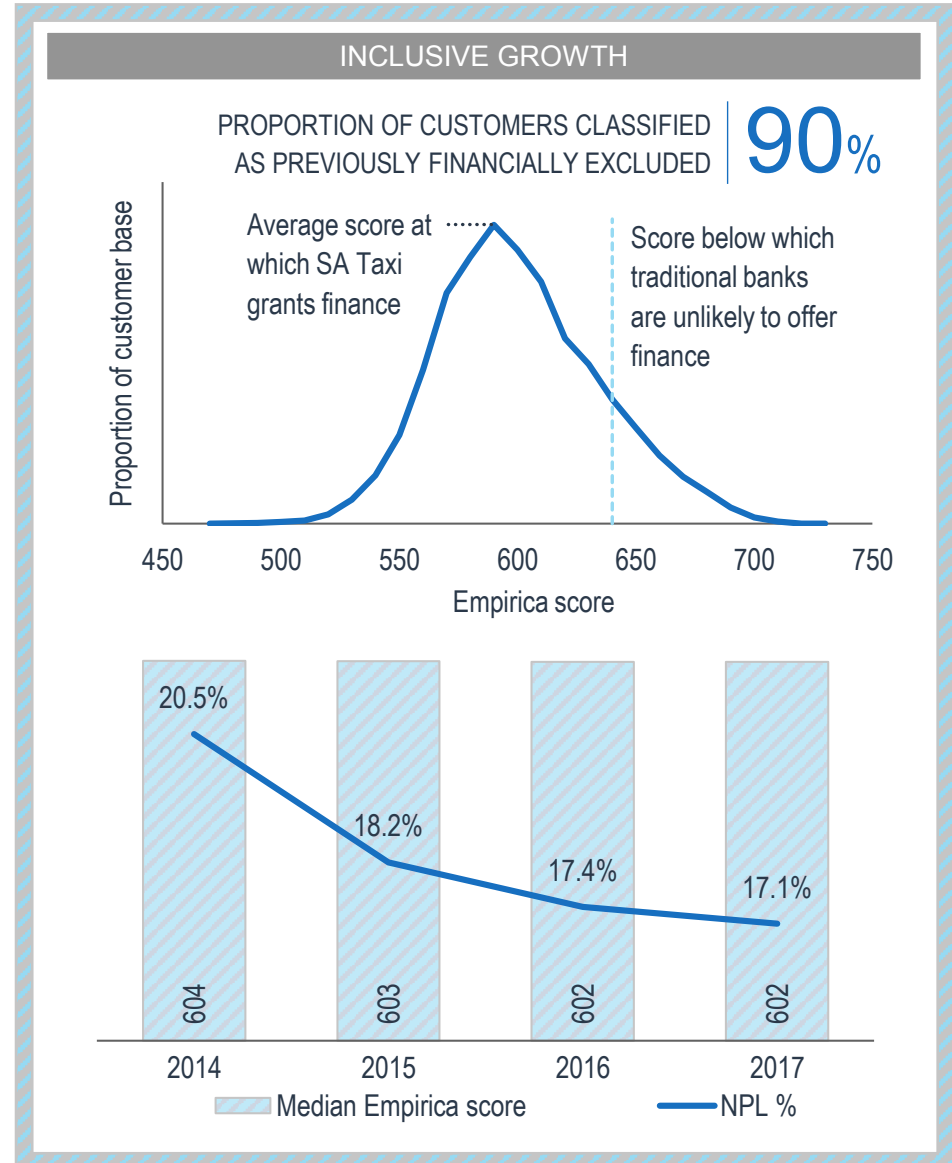


PUBLIC TRANSPORT INFRASTRUCTURE

R18.6 BILLION of end user finance since 2008 enabling replacement of aged & unsafe minibus taxis with new & more reliable taxis

ENVIRONMENTAL SUSTAINABILITY

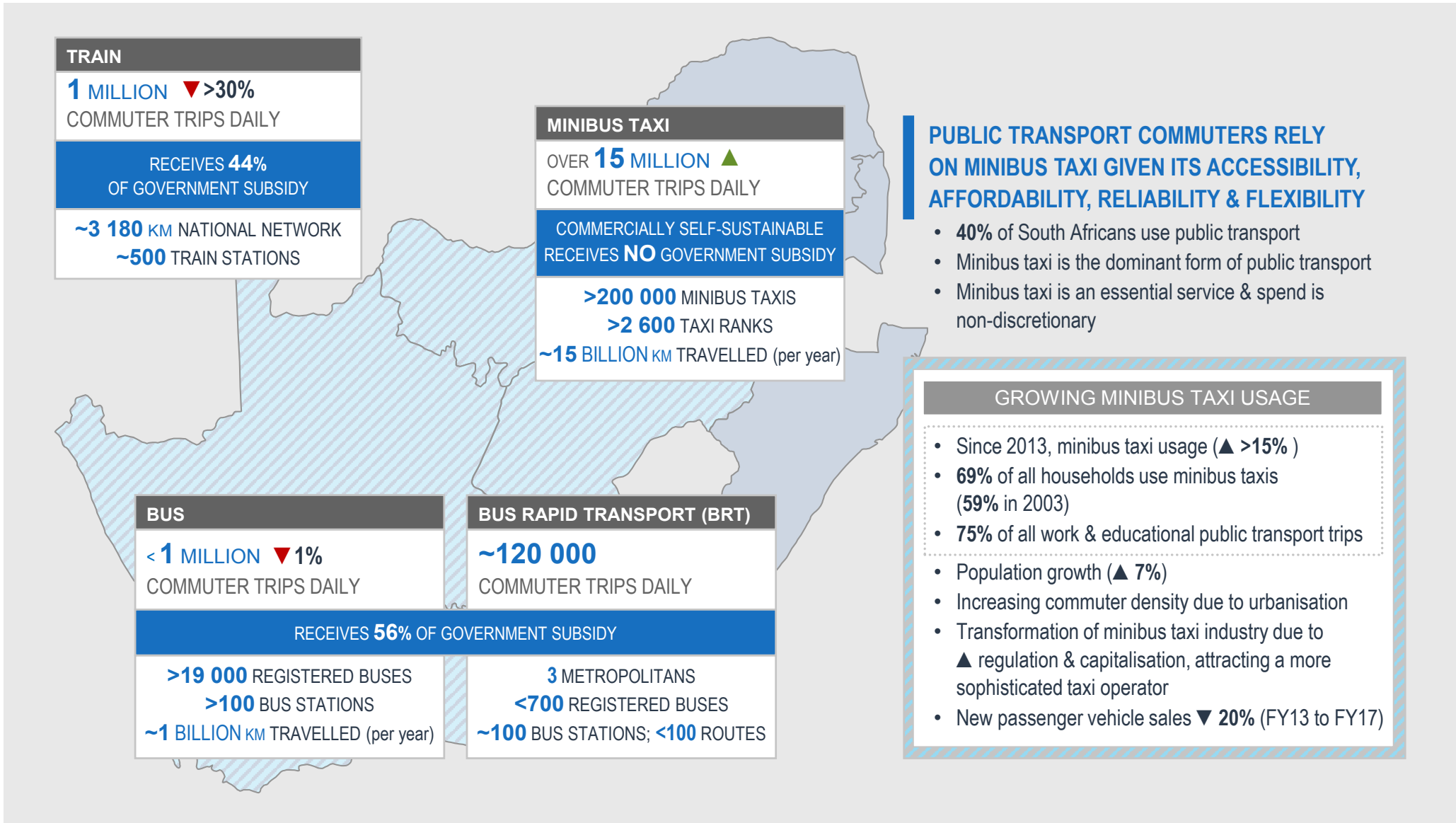
SA Taxi enables replacement of aged less efficient vehicles with new reduced emission vehicles



1. Department of Transport Minister Dipuo Peters address at National Council of Provinces Budget vote NCOP 2014/15

ENVIRONMENT & MARKET CONTEXT

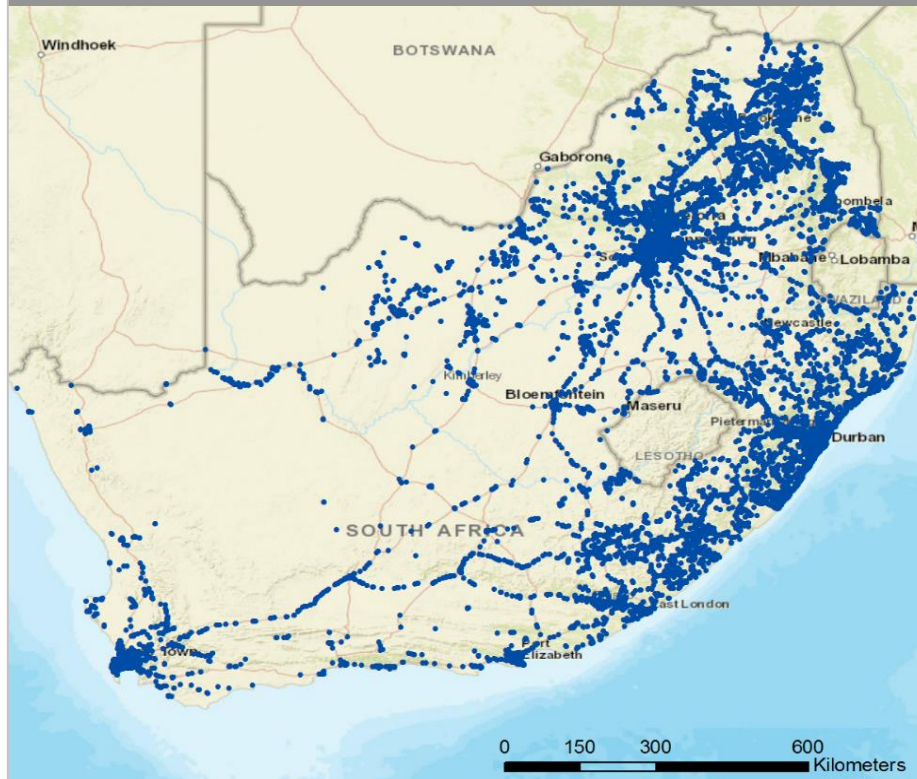
MINIBUS TAXI INDUSTRY IS RESILIENT, DEFENSIVE & GROWING DESPITE SA'S ECONOMIC CLIMATE



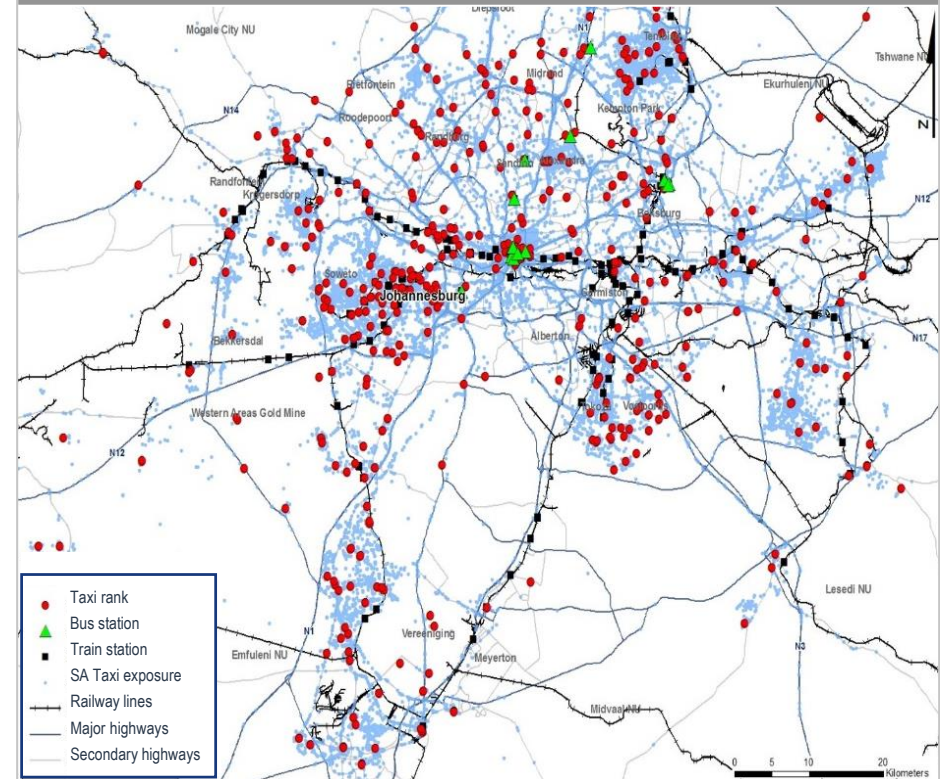
ENVIRONMENT & MARKET CONTEXT

SA TAXI FLEET MOVEMENT

MINIBUS TAXI IS THE DOMINANT MODE OF PUBLIC TRANSPORT



IN AN INTEGRATED PUBLIC TRANSPORT NETWORK



Minibus taxi serves as a trunk service in parallel with train & bus, & is also the feeder into these modes

ENVIRONMENT FOR MINIBUS TAXI OPERATORS

MINIBUS TAXI OPERATORS REMAIN RESILIENT
DESPITE THE CURRENT CHALLENGING ECONOMIC ENVIRONMENT



VEHICLE & OPERATING COSTS

For the period 1 Oct 2015 to 30 Sep 2017

TOYOTA MINIBUS TAXI PRICE	SA REPO RATE
CAGR ▲ 8%	▲ 75bps

For the 12 months ended 30 Sep 2017

FINANCE INSTALMENTS & INSURANCE PREMIUMS	DRIVER WAGES
▲ 9%	▲ 6%

VEHICLE MAINTENANCE COSTS	FUEL PRICE¹ (per litre)
Marginal ▲	▲ 6% petrol ▲ 7% diesel

STRUCTURAL ELEMENTS

AGEING FLEET: demand for minibus vehicles exceeds supply

DOMINANT MODE OF PUBLIC TRANSPORT

Integrated component of public transport network

Public transport **spend is non-discretionary**

Receives **NO government subsidy**; commercially self-sustainable

CONTINUED HIGH LEVELS OF UNEMPLOYMENT

>27%

OPERATOR PROFITABILITY: PROFITABLE & RESILIENT TAXI OPERATORS

<h4>TAXI FARES</h4> <p>For the 12 months ended 30 Sep 2017</p> <table border="1"> <tr> <td>▲ 5%</td> <td>-</td> <td>▲ 7%</td> </tr> <tr> <td>short distance</td> <td></td> <td>long distance</td> </tr> </table>	▲ 5%	-	▲ 7%	short distance		long distance	<h4>HIGHER UTILISATION OF MINIBUS TAXIS</h4> <p>~1.5 BILLION KM travelled by the SA Taxi fleet in 2017</p> <p>Increasing commuter density due to urbanisation</p> <p>Preferred mode of public transport (competitively priced; convenient; accessible)</p> <p>New passenger vehicle sales ▼ 20% (FY13 to FY17)</p>	<h4>IMPROVING CREDIT METRICS</h4> <table border="1"> <tr> <td>Credit loss ratio CAGR (FY13 to FY17)</td> <td>NPL ratio CAGR (FY13 to FY17)</td> </tr> <tr> <td>▼ 12%</td> <td>▼ 17%</td> </tr> <tr> <td colspan="2">26% repeat clients over the last 12 months</td> </tr> </table>	Credit loss ratio CAGR (FY13 to FY17)	NPL ratio CAGR (FY13 to FY17)	▼ 12%	▼ 17%	26% repeat clients over the last 12 months	
▲ 5%	-	▲ 7%												
short distance		long distance												
Credit loss ratio CAGR (FY13 to FY17)	NPL ratio CAGR (FY13 to FY17)													
▼ 12%	▼ 17%													
26% repeat clients over the last 12 months														

SOURCE: NAAMSA Sales Results
1. www.energy.gov.za: 12 month rolling average petrol price

ENVIRONMENT & MARKET CONTEXT

TOTAL ADDRESSABLE MARKET

IN SOUTH AFRICA THERE ARE

>200 000 MINIBUS TAXIS

-> **~150 000** TAXI OPERATORS
-> **~200 000** TAXI DRIVERS

~3 BILLION LITRES OF FUEL PURCHASED EACH YEAR

1 200 TAXI ASSOCIATIONS



SUPPORTING A LARGE COMMUTER MARKET

>15 MILLION COMMUTER TRIPS DAILY

>9.9 MILLION HOUSEHOLDS USING MINIBUS TAXIS

~R50 BILLION ANNUAL ESTIMATED REVENUE

50 MINUTES AVERAGE TIME SPENT TRAVELLING TO WORK

SOURCE: National Land Transport Strategic Framework 2015 | Passenger statistics from Arrive Alive & StatsSA noting individuals can take more than one mode of transport
National Household Transport Survey 2013 | Reuters 2017 | Industry information

STRUCTURALLY DEMAND FOR MINIBUS TAXI VEHICLES > SUPPLY

DEMAND: AN AGEING NATIONAL FLEET
REQUIRING RELACEMENT & RECAPITALISATION

-> **70 000 - 80 000** FINANCED & INSURED
-> **120 000 - 130 000** UNENCUMBERED & HENCE AGED
-> **>9 YEARS OLD** ON AVERAGE
-> **DRIVING HIGHER DEMAND** FOR VEHICLES, FINANCE & ALLIED SERVICES SUPPLIED BY SA TAXI

SUPPLY: MINIBUS TAXI SUPPLY IN SOUTH AFRICA

TOYOTA SESFIKILE

Most prevalent vehicle in the industry

NISSAN NV350

Steadily gaining acceptance

TOYOTA PRE-OWNED

Predominantly SA Taxi refurbished vehicles

MERCEDES SPRINTER

Mainly used for long distance routes



TOYOTA SESFIKILE

RETAIL SALES PER MONTH  **~1 000**

SA TAXI'S SHARE OF MONTHLY RETAIL SALES  **>40%**
(36% in 2015)



- Improved credit performance as SA Taxi is selective on credit risk, due to limited supply
- Improved recoveries as asset retains value due to demand exceeding supply
- Liquid market for high quality & affordable SA Taxi pre-owned vehicles